

AMENDMENT OF SOLICITATION/MODIFICATION OF CONTRACT		BPA NO.	1. CONTRACT ID CODE	PAGE 1	OF PAGES 7
2. AMENDMENT/MODIFICATION NO. M002		3. EFFECTIVE DATE 07-05-2006	4. REQUISITION/PURCHASE REQ. NO.		5. PROJECT NO. (If applicable)
6. ISSUED BY CODE Regional Office of Acquisition & Assistance USAID / Dept. of State 9000 New Delhi Place Washington DC 20521-9000		7. ADMINISTERED BY (If other than Item 6) same as at block 6 CODE			
8. NAME AND ADDRESS OF CONTRACTOR (No., street, county, State and ZIP Code) To all Offerors/Bidders		(X)	9A. AMENDMENT OF SOLICITATION NO. 386-06-012		
		X	9B. DATED (SEE ITEM 11) 05-19-2006		
			10A. MODIFICATION OF CONTRACT/ORDER NO.		
			10B. DATED (SEE ITEM 13)		
CODE		FACILITY CODE			
11. THIS ITEM ONLY APPLIES TO AMENDMENTS OF SOLICITATIONS					
<input checked="" type="checkbox"/> The above numbered solicitation is amended as set forth in Item 14. The hour and date specified for receipt of Offers <input checked="" type="checkbox"/> is extended, <input type="checkbox"/> is not extended. Offers must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation or as amended, by one of the following methods: (a) By completing Items 8 and 15, and returning <u>1</u> copies of the amendment; (b) By acknowledging receipt of this amendment on each copy of the offer submitted; or (c) By separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE PLACE DESIGNATED FOR THE RECEIPT OF OFFERS PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided each telegram or letter makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified. 12:00 AM, 07/19/2006 Indian Standard Time					
12. ACCOUNTING AND APPROPRIATION DATA (If required)					
13. THIS ITEM APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS, IT MODIFIES THE CONTRACT/ORDER NO. AS DESCRIBED IN ITEM 14.					
(X)	A. THIS CHANGE ORDER IS ISSUED PURSUANT TO: (Specify authority) THE CHANGES SET FORTH IN ITEM 14 ARE MADE IN THE CONTRACT ORDER NO. IN ITEM 10A.				
	B. THE ABOVE NUMBERED CONTRACT/ORDER IS MODIFIED TO REFLECT THE ADMINISTRATIVE CHANGES (such as changes in paying office, appropriation date, etc.) SET FORTH IN ITEM 14, PURSUANT TO THE AUTHORITY OF FAR 43.103(b).				
	C. THIS SUPPLEMENTAL AGREEMENT IS ENTERED INTO PURSUANT TO AUTHORITY OF:				
	D. OTHER (Specify type of modification and authority)				
E. IMPORTANT: Contractor <input type="checkbox"/> is not, <input type="checkbox"/> is required to sign this document and return _____ copies to the issuing office.					
14. DESCRIPTION OF AMENDMENT/MODIFICATION (Organized by UCF section headings, including solicitation/contract subject matter where feasible.) The purpose of this Modification is to i)extend the closing date; ii)Provide additional clarification to Questions raised; and iii)Amend Section E. Accordingly the RFP # 386-06-012 is amended as below: 1. The Closing date is extended as above (see Blk. 11 for Offer Due Date and Time). 2. The Answers/Clarifications to various questions raised are attached herein at Annexure 1. 3. Section E.2 of the Solicitation is amended appropriately and Annexure 2 is inserted at E.2 of the RFP. Attachments as above.					
Except as provided herein, all terms and conditions of the document referenced in Item 9A or 10A, as heretofore changed, remains unchanged and in full force and effect.					
15A. NAME AND TITLE OF SIGNER (Type or print)		16A. NAME AND TITLE OF CONTRACTING OFFICER (Type or print) Marcus A. Johnson Jr. Regional Contracting Officer			
15B. CONTRACTOR/OFFEROR (Signature of person authorized to sign)	15C. DATE SIGNED	16B. UNITED STATES OF AMERICA BY (Signature of Contracting Officer)		16C. DATE SIGNED 07-05-2006	

Annexure 1

“Post Pre-Solicitation Conference Questions and Answers – Addendum 1”

Q: What if we can't get license or approval to use a spectrum for a particular wireless technology we plan to use in a certain region of the country?

USAID RESPONSE: Contractors are responsible for getting license or approvals to apply the technology they select. The Sri Lanka Telecommunications Regulatory Commission (TRC) can be contacted for information on wireless licensing policies. Applicants may also want to communicate with the TRC to provide the commission with input concerning policies that would accommodate their licensing needs.

Q: May offerors submit their technical and cost applications to USAID/Sri Lanka via e-mail by the stated due date and time, with hard copies to follow after the due date? If this is acceptable to USAID, kindly confirm the maximum file size of attachments that can be received by USAID/Sri Lanka's e-mail system, as well as the software applications and versions that are acceptable for e-mail attachments. May offerors submit attachments in Word, Excel, and .pdf formats?

USAID RESPONSE: The answer to this question is found in the FEDBIZOPS web site posting of June 25, 2006 at this URL <http://fs1.fbo.gov/EPSTData/AID/Synopses/20159/386-06-012/Pre-SolicitationConferenceQandA.pdf>

Q: Section B.I of the solicitation states "A significant level of match (not less than 1:2) should be recruited to leverage USAID funding (\$0.50 of match for every \$1.00 of USAID funding). Reasonable estimates of in-kind contributions can be included in calculation of match." As the anticipated award for this program will be a contract and as per 22 CFR 226, cost share is applicable only to assistance awards/cooperative agreements, we assume the reference to match in the Statement of Objectives section should be replaced with public-private alliances or leveraged resources. Please confirm this assumption is correct.

USAID RESPONSE: If your question is, "Should the word match be changed to public-private alliances or leveraged resources?" the response is no.

Q: If leveraging is required for this proposal a match of 1:2 (50% match) seems a bit aggressive and would therefore be difficult for some firms to meet thus restricting competition on this procurement. As it is in USAID best interest to seek full and open competition and no prohibit firms from bidding given this high level of matching would USAID consider lowering the match 25% or 0.5:2.0?

USAID RESPONSE: No. We see the match as being feasible for applicants that respond to our request for sustainable models. The answer to question #8 in the Q&A document attempted to demonstrate to potential applicants that a lot of things can be included as match or leverage: "Examples of expenses that can be counted as in-kind contribution are fair market value of items or services such as rental of office or LMI center space, furniture, equipment resources, or staff time that are used for the implementation of the project but whose cost is not paid for by the USAID funding." The value of these and other leverage resources and services add up fairly quickly. We do not expect that the match requirement would unduly restrict any application that meets the other deliverables. The match reflects USAID/SL's interest in the model to be demonstrated and proved being able move toward financial sustainability rapidly.

Q: USAID indicated in the pre-proposal conference held in Sri Lanka on 7 June 2006 that additional guidance to offerors would be issued following the conference. Could USAID kindly clarify when this guidance will be made available?

USAID RESPONSE: Additional guidance will be provided in solicitation Amendment 02. Amendment 01 has been concurrently posted with this document and extends the closing until July 19, 2006.

Q: What is the relationship between LMI and the existing program(s) of the ICTA and e-Sri Lanka related to increased access? For instance, will LMI centers benefit from the same seed funding and discounts on connectivity provided to the Nanasalas by these programs or should costs of such incentives (if applicable) be built into the proposed budget?

USAID RESPONSE: The USAID LMI is a separate program from the ICTA Nanasala program. There is no agreement with the Nanasala program to give the LMI centers ICTA discounts. Both programs are creating ICT-enabled community learning centers. Other programs that work in the area of internet connectivity or the development of rural learning

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centers run by NGOs (non-governmental organizations) also exist. Contractor can plan how they propose to minimize redundancies and maximize synergies between the programs.

Q: Beyond the understandable emphasis on various wireless solutions, is the assumption that none of the LMI centers would use wired solutions?

USAID RESPONSE: Internet access (and other educational offerings such as classes or seminars) being offered and used at the centers at locations without present or affordable access is the goal of the LMI. USAID/Sri Lanka looks to offerors to propose what they feel is the most technically and financially appropriate technology or technologies that get this goal accomplished.

Q: How does the mission view the potential trade-offs between the profitability of the LMI centers and other project objectives (explicit or implicit) such as: provision of services to particularly underserved rural areas, access to specific target populations such as women or ethnic or religious minorities, etc.?

A: We do not rank these objectives in order of value. They are all important. The RFP asks for the contractor to show financial feasibility. It is hoped that the expertise and creativity of applicants and perhaps private investors will show that equitable access to Internet and other Information and Communication Technologies can be done in a sustainable manner given good planning and implementation by the contractor and the seed funding from USAID.

Q: What are the geographic areas that USAID would consider as “strategic” and what are the qualifying locations where USAID is presently operating?

USAID RESPONSE: Geographic areas are left up to the contractor to select. The priority is that the centers reach locations that do not have Internet access. There is not a pre-selected “strategic” location or region. As discussed in other sections of the RFP and Q&A, proposals should also demonstrate that the set of potential locations could attract multiple religious or ethnic groups.

Q: Please provide a list of the approved development oriented content packages referred to in the RFP as well as an indication of their current state of development and conditions of use?

USAID RESPONSE: The examples were illustrative. The Govi Gnana is presently being used by the Sri Lankan government, ICTA and farmers. The USAID/Sri Lanka has been funded a competitiveness program for the past 5 years which is now called, The Competitiveness Program (TCP). This program partners with Sri Lankan educational organizations to train teachers and to give youth English, computer literacy and soft skills (problem solving, workplace readiness, creativity, career awareness, etc.) information and classes. At a minimum USAID/SL will have some resources such as curricula and instructional materials for teaching soft skills and career awareness to youth, and instructional methods to teachers that could be made available via the LMI centers. USAID/Sri Lanka also implements other programs in its Office of Transition Initiatives and Humanitarian Assistance departments.

Q: One year is a short time to gauge business sustainability, especially in situations where temporary subsidies/incentives might be used as part of the strategy. How does the mission define sustainability under these circumstances?

USAID RESPONSE: The expectation is that USAID funding would not be required after the year of getting the centers planned up and running and documenting successful operation of the centers. The centers should be able to continue after the first year because they are bringing in sufficient financial resources to cover cost and hopefully give center owners a profit. The business plan should demonstrate to private sector investors how they could replicate the model.

Q: A similar question relates to replicability. The Achilles heel of many pilot schemes is the degree to which incentives and subsidies are used to attain rapid results. Often the same conditions are not realistic or feasible when it comes to taking the pilot to scale. How does the mission define replicability in this particular case?

USAID RESPONSE: Replicability is having documented success in running centers in a financially sustainable or almost financially sustainable manner and a concrete operational plan of how future centers can be equally or even more financially sustainable.

Q: What type of Key Personnel does the Mission envision for this project? Are the resumes to be included in the technical section?

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USAID RESPONSE: The Mission expects contractor to provide a compliment of essential management staff, at minimum a Chief-of-Party, to ensure its field requirements meet with success. Form and content of the proposal response will be clarified in Amendment 02 to the solicitation.

Q: What type of contract is this procurement?

USAID RESPONSE: The contract type will be noted in the posting of Amendment 02.

Q: The RFP does not seem to contain sections L and M as in most RFPs. Are there any additional instructions to the offeror on preparing the proposal or required elements that the offeror should include in the proposal, other than what is stated in Sections B & E? For example, is there a page limit and is there a required format/outline?

USAID RESPONSE: The solicitation was prepared for acquisition of commercial services which has does not use the Uniform Contract Format.

Q: Can USAID clarify the request for matching funds?

USAID RESPONSE: The clarifications you require are not understood but please see a previous answer on match above.

Q: Is this appropriate under a contract? Our understanding is that such matching requirements are only found under grants and cooperative agreements.

USAID RESPONSE: There is no known prohibition against the use of match in acquisitions.

Annexure 2

Section E- Solicitation Provisions

E.2 Addendum to FAR 52.212-1 Instructions to Offerors – Commercial Items

1. Preparation and Submission of Proposals

(a) Electronic Responses are required for this solicitation. The Offeror must submit the proposal via internet email with up to 5 attachments (5MB limit) per email. Acceptable native file formats are Microsoft Office Suite applications (.DOC, .XLS, .MDB) or Adobe Acrobat (.PDF)

(b) Please submit your proposals to the e-mail address below by 1200 AM on India Standard Time (GMT+ 05:30), July 14, 2006. Receipt by this address will constitute timely receipt for this RFP with the clarification that all or any submission must be received by USAID/India's mail server before solicitation closing. You may request a confirming and/or read receipt if your email client supports this functionality.

(c) The email address for the receipt of proposals is: indiarco@usaid.gov

(d) Offerors are reminded that e-mail is NOT instantaneous, in some cases delays of several hours occur from transmission to receipt. For this RFP the initial point of entry to the government infrastructure is USAID/India's mail server. Offerors are strongly encouraged to review FAR 15.208.

(e) Hand delivered proposals {including commercial courier} and Facsimile transmissions will not be accepted.

(f) The solicitation response, Technical Proposal and Cost Proposal must be submitted as separate documents. Technical Proposals must not make reference to pricing data in order that the technical evaluation may be made on the basis of technical merit.

(g) The US Government is not obligated to make an award or to pay for any costs incurred by the Offeror in preparation of a proposal in response hereto.

(h) Questions regarding this RFP may be submitted via internet e-mail to indiarco@usaid.gov.

2. Content and Construct of the Technical Proposal

(a) The Technical Proposal in response to this solicitation will address how the Offeror intends to carry out the Statement of Work (SOW). Its form and content should demonstrate a clear understanding of the work to be undertaken and the responsibilities of all parties involved. The technical proposal should be organized by the technical evaluation factors listed in E.2 Evaluation - Commercial Items and clearly indicate how offeror will allocate and manage it's resources to meet the requirements in the SOW. Past performance references required by this section shall be included in the technical proposal.

(b) The Technical Proposal is limited to twenty-five (25) pages

Only the first twenty-five (25) pages of the Technical Proposal as submitted will be evaluated. These pages will be counted from the starting page until page 25 is reached. Items such as cover letters, table of contents, dividers, blank pages, graphs, charts, and attachments should be used with discretion. Attach, if desired, resumes or qualifications of proposed personnel as an appendix to the proposal which will not be counted.

(c) Format for the Technical Proposal

The Technical Proposal should be in a font size of no less than 10 pitch. Graphics may be in a form and format of the Offerors choice. Offerors are reminded that the Evaluators have to be able to read the proposals, so presentation and legibility are important factors. Please be careful especially in reducing tables or charts to the point that they are not readable. Each page should be sequentially numbered.

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(d) The technical proposal should at a minimum, include the following:

- Brief resume or CV for each Key Personnel
- A Management Plan for performing work including a statement of the Offeror's technical approach to achieving the stipulated performance including the transitions period and logistical planning.
- A listing of references who can attest to the satisfactory performance of the Contractor in similar work. Offerors should submit a brief description of relevant past performance and Small Business participation if Offeror is not a Small Business. These must address topics such as quality of the work, timeliness business relationships, and customer satisfaction.

(e) Instructions Regarding Key Personnel

The contract proposed by this solicitation designates certain positions as key, and the quality of key personnel proposed will be evaluated. The Offeror must include as part of its proposal a statement signed by each person proposed for a key position confirming their present intention to serve in the stated position and their present availability to serve for the term of the proposed contract.

(f) Instructions for the Preparation of the Price Proposal

No page limit has been established for the Price Proposal.

Additionally the Price Proposal should include:

- (1) A narrative for each contract line items (CLIN) containing no sub contract line item (SUBCLIN) or, for each sub contract line item of a contract line item. For each CLIN or SUBCLIN narrative explain your assumptions for the units of manpower or material and the price per unit, to arrive at your offered price. For intellectual property explain your assumptions and identify the unit price for each property to arrive at your offered price.
- (2) Provide the total travel budget and the price for each segment of air travel (identify the segment origin and destination)
- (3) Provide the total budget price for subsistence, lodging, and miscellaneous expense allowance.
- (4) If the contractor is a joint venture or partnership, include a copy of the agreement between the parties to the joint venture/partnership,
- (5) Signed representations and certifications, as may be set forth elsewhere in this solicitation for the prime and subcontractors.
- (6) Completed Certificate of Current Cost or Pricing Data for itself and each subcontractor, if the subcontract will exceed \$500,000 (as applicable).

(g) Instructions for Submission of Price

Annotate unit and extended prices for Tasks at B.III

(h) Evaluation of Proposals

General. To be acceptable and eligible for evaluation, proposals must be prepared in compliance with the instructions in the solicitation. The Government may reject any proposal that fails to comply with the solicitation instructions or includes an unacceptable technical proposal. Award of the contract will be made to the technically acceptable, responsible offeror with the Best Value. The Government may award a contract on the basis of initial offers received, without discussions. Therefore, each initial offer should contain the Offeror's best terms from a price and technical standpoint.

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Prices. Offerors shall propose fixed rates/prices for all line items identified in Section B that require rates/prices. Proposals that do not include such rates/prices for base and option years (as applicable) cannot be evaluated and will be rejected.

END OF DOCUMENT